



Promoting industry professionalism
and best practices.



The ROI of Certification: What PEOs are Saying...

Workers' Compensation Risk Management Certification provides numerous benefits for PEOs such as expanded access to WC coverage, valuable sales and marketing tools, access to key WC benchmarking ratios, and training opportunities.

One additional benefit is the hard savings that many certified PEOs achieve as they implement the program's risk management best practices. Certified PEOs note positive impacts in several areas including reductions in claims frequency and the number of lost time claims (with a corresponding reduction in the cost of lost time claims) and reduced WC premiums and favorable collateral requirements. Examples of these benefits are illustrated in the following testimonials from certified PEOs:



Landrum Companies recognized early the value of the certification process. We saw it as a way to apply best practices to our risk management program and to differentiate us in our market. We proved to be right on both counts. In the two years following our certification, we decreased our disability days per million dollars of payroll by 74% percent.

In addition, we were approached by a prospect who was looking for a PEO in Florida that was both WC certified and had ESAC coverage. We were one of two PEOs under consideration. This prospect is now one of our largest clients.

Ted A. Kirrharr

Vice President/Chief Operating Officer
Landrum Professional Employer Services

As an owner, it is nice to have an outside group reviewing our WC risk management practices. Our certification has helped us with getting our files better organized and we are improving our systems on an annual basis.

Ben Harrison
President
PREmployer, Inc.



The Certification Institute, via the certification process, creates a shared underwriting process for PEOs and workers' compensation providers that helps bring credibility to our industry. Through NAPEO and the Certification Institute initiatives, we should see more workers' compensation providers re-enter the PEO markets because of the process."

Garry Bradford
President/CEO
Unique Staffing



Odyssey One Source Odyssey One Source began its WC risk management certification process in 2003. Since that time, our developed loss ratio has consistently improved, from 66.49% in 2002 to 18.25% in 2008. Our average incurred loss per lost-time claim is 30% below the industry average and our overall WC expense, as a percentage of payroll, is also below the industry average. Providing the focused risk control services required by the best practices has enabled us to maintain a claims frequency rate (claims per \$10,000 of payroll) near the industry average despite an aggressive growth plan.

Additionally, implementing the certification program's claims management best practices has had a positive and tangible effect on our carrier relations.

Carl Kleimann
President
Odyssey OneSource

PeopLease has been certified by the Certification Institute since 2005. The CI program helps us keep our loss control program disciplined and consistent, which helps minimize our losses. With our loss sensitive work comp program, the prevention or control of just one large claim per year can result in savings of 4 to 10 times or more of our annual fees and costs.



Certification is a tremendous tool and a tremendous bargain.

Chuck Schellenger
CEO
PeopLease Corporation